

# NEWS

*From the County of San Bernardino*

**Josie Gonzales Fifth District**

<http://www.sbcounty.gov/bosd5>



**JGFDS-PR-110 ELLINGTON  
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## ***FOR IMMEDIATE RELEASE***

### **ASSEMBLYMAN BILL EMERSON SALUTES JOY ELLINGTON AS A WOMAN OF DISTINCTION**

(San Bernardino, CA) "I was rendered speechless when I heard that Assemblyman Bill Emmerson had chosen to honor me as one of the 63rd Assembly District Women of Distinction," said Joy Ellington, president of Educational Eclipse and newly named field representative for Fifth District Supervisor Josie Gonzales.

Emmerson recently honored Ellington at his 63rd Assembly Women's of Distinction Luncheon at the Doubletree Hotel in Ontario.

Ellington is the founder and CEO of Educational Eclipse, a community based organization that provides career development programs and real world experiences to youth of San Bernardino County. She serves on the Board of Directors for the Fontana Chamber of Commerce. She has served as chair and co-chair of the Inland Empire West Women's Expo for the last three years.

Ellington is an active partner in the Alliance for Education in the County of San Bernardino. She is certified in tax preparation and a Notary Public.

"I am proud to have dedicated, hard working people like Joy working for the Fifth District," said Gonzales.

**-end-**

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<b>EXPERIENCE OVERVIEW</b>	<ul style="list-style-type: none"> <li>▪ 2 years – Responsible and accountable for oversight and direction of a non-profit organization’s day to day operations. Coordinate, develop and implement programs in collaboration with youth oriented affiliates. Develop curriculum to establish and maintain educational standards.</li> <li>▪ 10 years – Prospected and generated own sales leads. Created self assessment tool to track daily accountability. Analyzed customer needs, presented solutions and added value through delivery of products and service. Provided technical assistance to assist clients achieve their objectives. Utilized effective sales skills in competitive, fast-changing environments that required a high degree of multi-tasking.</li> <li>▪ 5 years – Co-owner and entrepreneur of a commercial janitorial business enterprise.</li> <li>▪ 10 years – Executed purchasing decisions based on analyzed sales and market trends. Participated in new product development and identified new source suppliers. Maximized cost opportunities through negotiation.</li> </ul>
<b>PERSONAL ATTRIBUTES</b>	<ul style="list-style-type: none"> <li>• Self-motivated and self-directed with little supervision.</li> <li>• Customer service oriented and strong team player.</li> <li>• Exceptionally flexible and adaptable to change.</li> <li>• Detailed oriented with an emphasis on follow-up skills.</li> <li>• Ability to conceptualize, implement and evaluate new projects.</li> <li>• Highly energetic, committed professional.</li> <li>• Finds great fulfillment and enjoyment in helping people meet their needs.</li> <li>• Cultivating relationships is my specialty.</li> <li>• Easy going and a good sense of humor.</li> </ul>
<b>EDUCATION</b> June 2005  June 1978	<p><b>Azusa Pacific University</b>, Azusa, California Bachelor of Science, Organizational Management</p> <p><b>The Fashion Institute of Design and Merchandising</b>, Los Angeles, California Associates of Arts, Merchandising</p>
<b>EXPERIENCE</b> 2002 – Present          2002 – 2002          2002 – 2000	<p><b>EDUCATIONAL ECLIPSE</b> <b>CEO</b></p> <ul style="list-style-type: none"> <li>• Responsible and accountable for oversight and direction of day to day operations.</li> <li>• Work collaboratively with the Board of Directors to facilitate the strategic planning process in order to assure that all program objectives are met and the needs of the community are served.</li> <li>• Utilize strong management skills and outstanding customer service skills.</li> <li>• Perform office duties and work in a fast paced dynamic environment.</li> <li>• Coordinate, develop and implement programs in collaboration with youth organizations, service clubs, faith-based organizations, and higher education institutions.</li> <li>• Attend and participates in designated meetings, conferences, speaking engagements and media appearances as required.</li> <li>• Develop curriculum and establishes and maintains educational standards.</li> </ul> <p><b>Great American Opportunities</b> <b>Fundraising Consultant</b></p> <ul style="list-style-type: none"> <li>• Developed strong lines of communication with organization’s internal departments.</li> <li>• Created self-assessment tool to track daily accountability.</li> <li>• Implemented daily, weekly, monthly strategies to penetrate key accounts.</li> <li>• Customized fundraising programs for clients, based on their need and environment.</li> <li>• Provided technical assistance to assist clients in achieving their fundraising goal.</li> <li>• Conducted motivational sales training presentation for youth and advisors.</li> <li>• Increased sales in territory by 200%.</li> </ul> <p><b>Airgas, Inc. – Rutland Tool Supply</b> <b>Account Executive</b></p> <ul style="list-style-type: none"> <li>• Responsible for prospecting and generating own leads 100%, identifying, presenting, and selling products and services.</li> <li>• Strengthened customer relationships resulting in increased customer awareness, satisfaction</li> </ul>

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	and loyalty.
	<ul style="list-style-type: none"> <li>Resolved customer questions, complaints and billing inquiries with highest degree of courtesy and professionalism.</li> <li>Negotiated alternative solutions where appropriate with the objective of retaining customer business.</li> <li>Conducted customer needs analysis to increase sales revenue.</li> <li>Leveraged relationships with customers to obtain referrals to new clientele.</li> <li>Utilized effective sales skills in a competitive, fast-paced environment that required a high degree of multi-tasking.</li> </ul>
1987 – 1992	<ul style="list-style-type: none"> <li>Developed and presented yearly sales plan to upper management.</li> </ul>
	<b>Ellington Bros. Maintenance Service</b>
	<b>Co-Owner</b>
1985 – 1987	<ul style="list-style-type: none"> <li>Annual service contracts of nearly a half of million dollars.</li> <li>Managed, supervised and trained 7 employees.</li> <li>Responsible for all marketing, office management, human resource functions, and accounting.</li> </ul>
	<b>Natural Grocers</b>
	<b>Buyer</b>
1983 – 1985	<ul style="list-style-type: none"> <li>Ensured suppliers adherence to annual cost-out goals as well as improving pricing and accuracy of lead times and vendor response.</li> <li>Participated in new product development to identify and source new suppliers.</li> <li>Maximized cost opportunities through negotiations.</li> <li>Maintained procurement records such as items and services purchased cost, delivery, product quality or performance, and inventory.</li> </ul>
	<b>Fisher Corporation</b>
	<b>Inventory Control Coordinator</b>
	<ul style="list-style-type: none"> <li>Generated reports of products received and shipped.</li> <li>Analyzed and resolved inventory discrepancies.</li> <li>Supervised 4 data entry clerks.</li> </ul>
	•
1980 – 1983	<b>Hartfield- Zody's, Inc.</b>
	<b>Buyer</b>
	<ul style="list-style-type: none"> <li>Developed product line to serve clientele.</li> <li>Negotiated cost factors, and mark-down allowances.</li> <li>Implemented high quality control standards of product.</li> </ul>
	<b>May Company</b>
1978 - 1980	<b>Assistant Buyer</b>
	<ul style="list-style-type: none"> <li>Managed inventory control process system.</li> <li>Participated in purchasing negotiation process</li> </ul>
<b>AWARDS</b>	
2005	63 Women of Distinction Honoree, Assemblyman Bill Emmerson
2004	You Make The Difference' – San Bernardino County Superintendent of Schools Office
2001	Top Salesperson 1 <sup>st</sup> Year – Great American Opportunities, Western California Region
2000	Sales Excellence Award – Airgas, Inc.
2000	Chairman's Sales Award – Airgas, Inc.
1999	Most Winning Attitude – Airgas, Inc.
<b>ACTIVITIES</b>	
2003 – Present	Fontana Area Chamber of Commerce – Board of Director
2003 – Present	Vital Communities Dialogue Partnership & California State University San Bernardino - CUP
2003 – Present	Alliance for Education – San Bernardino County Superintendent of Schools – Dr. Herbert Fischer
2003 – 2004	

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2003	American Business Women Association – Hospitality Chair
2003	State Cesar Chavez Grant Reader
2003	Los Angeles Division – First 5 Grant Reader
2003	Cops and Clergy Inland Empire Committee
	Western Regional Service Learning Presenter

**Certifications**

2004	The Grantsmanship Center, Grantsmanship Training Program
2005	The Leadership Connection, Chaffey Community College
2005	California Tax Education Council, Certified Tax Preparer
2005	Notary Public
2005	Certified Loan Documentation Signing

**REFERENCES**

Upon Request